HOUSING MARKET INFORMATION

HOUSING NOW
Windsor CMA

CANADA MORTGAGE AND HOUSING CORPORATION

Date Released: First Quarter 2014

Highlights

- Windsor housing starts trending higher.
- Single-detached and row construction driving this upward trend.
- Fourth quarter existing home sales down from third quarter.

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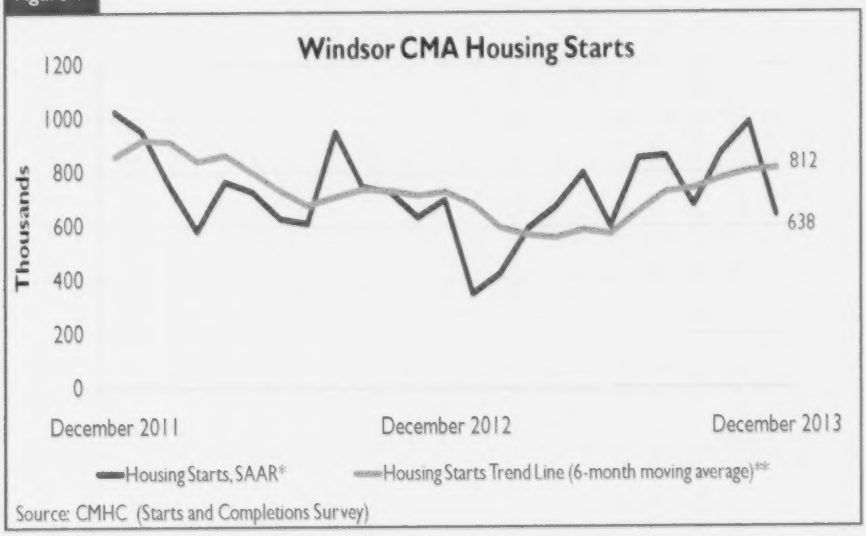

Source: CMHC (Starts and Completions Survey)

*SAAR[1]: Seasonally Adjusted Annual Rate.
**The trend is a six-month moving average of the monthly SAAR.

[1] The seasonally adjusted annual rate (SAAR) is a monthly figure for starts adjusted to remove normal season variation and multiplied by 12 to reflect annual levels. By removing seasonal ups and downs, seasonal adjustment allows for a comparison from one season to the next and from one month to the next. Reporting monthly figures at annual rates indicates the annual level of starts that would be obtained if the monthly pace was maintained for 12 months. This facilitates comparison of the current pace of activity to annual forecasts as well as to historical annual levels.

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New Home Market

Housing starts in the Windsor Census Metropolitan Area (CMA) trended higher, at 812 units in December 2013 compared to 740 in September. The trend is a six month moving average of the monthly seasonally adjusted annual rates (SAAR) of housing starts. The trend increased due to an increase in single-detached and townhouse starts.

A total of 219 units were started in the fourth quarter of 2013, up 24 per cent from the 177 units in the fourth quarter of 2012. The increase in single-detached and townhouse construction boosted the starts. Semi-detached construction moved lower, while apartment starts were unchanged. Fourth quarter starts were pushed higher by increased construction in the City of Windsor and towns of Amherstburg and Tecumseh.

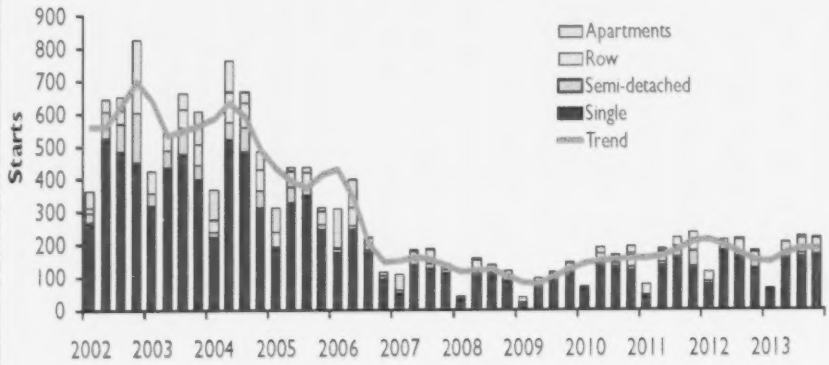
For 2013 as a whole, housing starts were down just one per cent to 708 units, from 717 units in 2012. While single-detached and apartment construction remained virtually unchanged, townhouse starts increased. However, a decline in semi-detached construction offset this increase. The high vacancy rate in the Windsor CMA has limited the construction of apartments. Housing starts in 2013 increased in the City of Windsor and the towns of Amherstburg and Tecumseh, but declined in the towns of LaSalle and Lakeshore.

Stable employment, immigration, and the relative affordability of housing in the Windsor CMA supported demand for housing. Employment increases in 2013 were supported by gains in the services sector.

An expanding local economy and a slowly growing population supported the increased construction of single-detached homes in 2012 and 2013. Three quarters of all housing starts were single-detached homes in 2013. Unlike many other CMAs, there is adequate land available for ground-orientated residential construction.

The average price of a new single-detached home decreased by ten per cent in the fourth quarter of 2013 compared to the same period last year. Lower average prices for the newly completed and sold homes in the City of Windsor and the towns of Amherstburg and Tecumseh pulled the average price lower. However, on an annual basis, the average price of a new single-detached home in 2013 was virtually unchanged from 2012. Prices in the towns of LaSalle, Tecumseh and Lakeshore increased, while prices in the City of Windsor and Town of Amherstburg declined.

Figure 2



Source: CMHC (Starts and Completions Survey)

Figure 3

Source: CMHC, adapted from CREA (MLS®).
Quarterly sales data are seasonally adjusted and multiplied by 4 to show an annual rate. Price data are adjusted for seasonal factors. MLS® is a registered trademark of the Canadian Real Estate Association.

Resale Market

Residential sales through the Windsor-Essex Association of Realtors® on a seasonally adjusted basis were slightly lower in the fourth quarter of 2013 compared to the third quarter. They were trending higher for most of the first part of the year. Fourth quarter sales figures increased from the same quarter last year. Annual 2013 sales increased five per cent from 2012. Sales were driven by a combination of demographic and economic factors, including the relative affordability of homes in the CMA, a growing population and a stable job market. Many households, who delayed their home purchases in 2012 due to tightened mortgage rules, were able to meet qualifying criteria and enter the home ownership market in 2013.

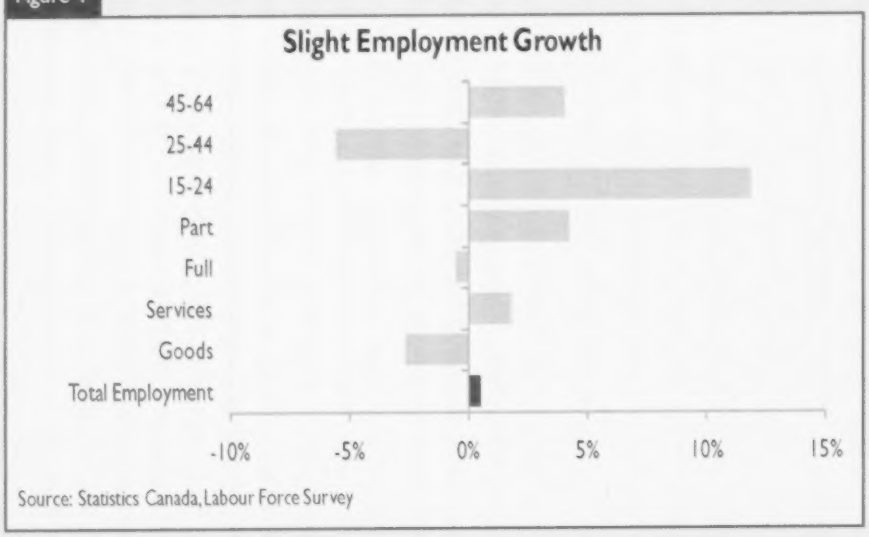
New listings were lower in the fourth quarter of 2013 compared to the same quarter of 2012. However, new listings increased slightly from 2012. This was the first year-over-year increase in new listings since 2006. Improved market conditions and rising prices led to a steady stream of new listings. Homeowners listed their homes for sale to take advantage of the rising equity in their homes and move to a home more suited to their needs. With sales increasing at a faster pace than new listings, the sales-to-new listings ratio (SNLR) moved slightly higher in 2013. However, the resale market remained balanced.

Prices continued to trend higher in the fourth quarter. The average price of a resale home in 2013 increased by 4.5 per cent compared to 2012. Prices have been steadily increasing since the first quarter of 2009. Windsor has the most affordable prices for resale homes among Ontario CMAs. Close to three quarters of all homes sold in 2013 in Windsor-Essex were priced under $220,000. However, a 25 per cent increase in the sales of homes priced above $300,000 pushed the average resale price higher in 2013.

Windsor Employment Stable in 2013

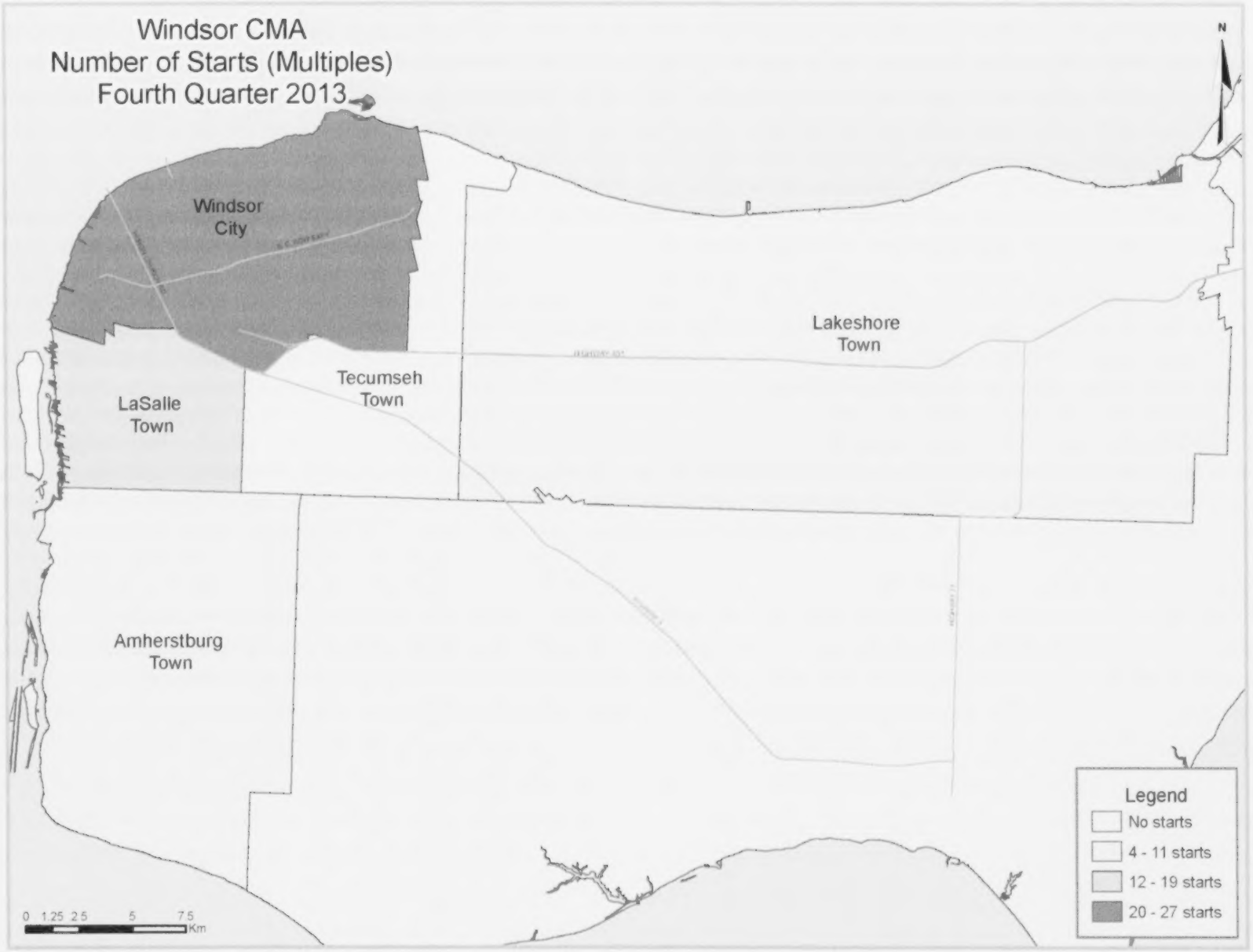
Jobs are important to housing demand. Data released from the Statistics Canada, Labour Force Survey provides an insight into the local Windsor economy. Total employment in the Windsor CMA remained stable in 2013. Employment grew slower at 0.5 per cent in 2013 compared to 2.2 per cent in 2012. Employment growth was different by sector and age and was predominately in the lower wage segments. The Windsor goods-producing sector saw job losses in 2013 due to a decline in both manufacturing and construction employment, while services sector jobs were higher led by increases in education, finance, insurance and real estate, health and retail trade. Employment growth was in part-time jobs, while full-time jobs slipped marginally.

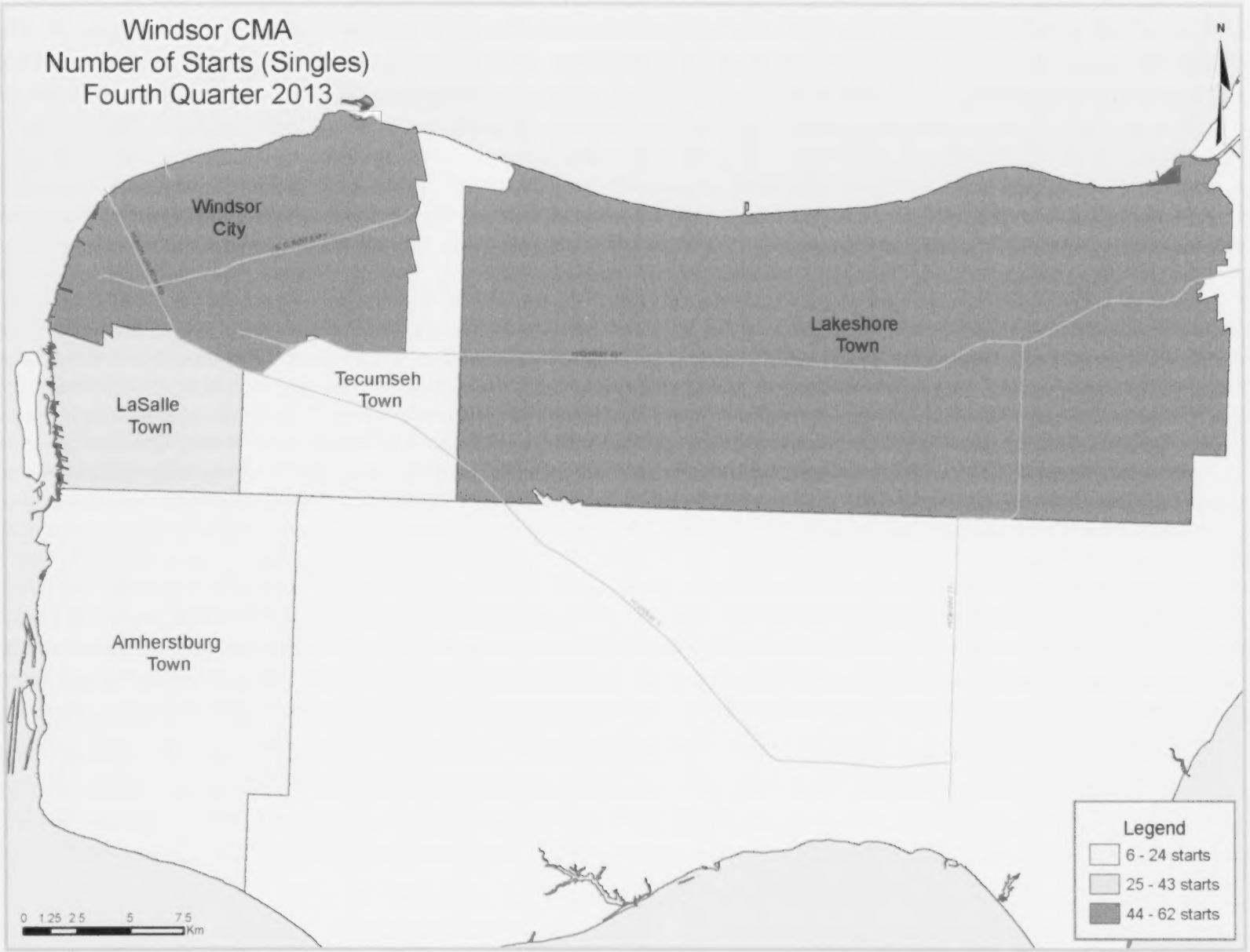
Figure 4

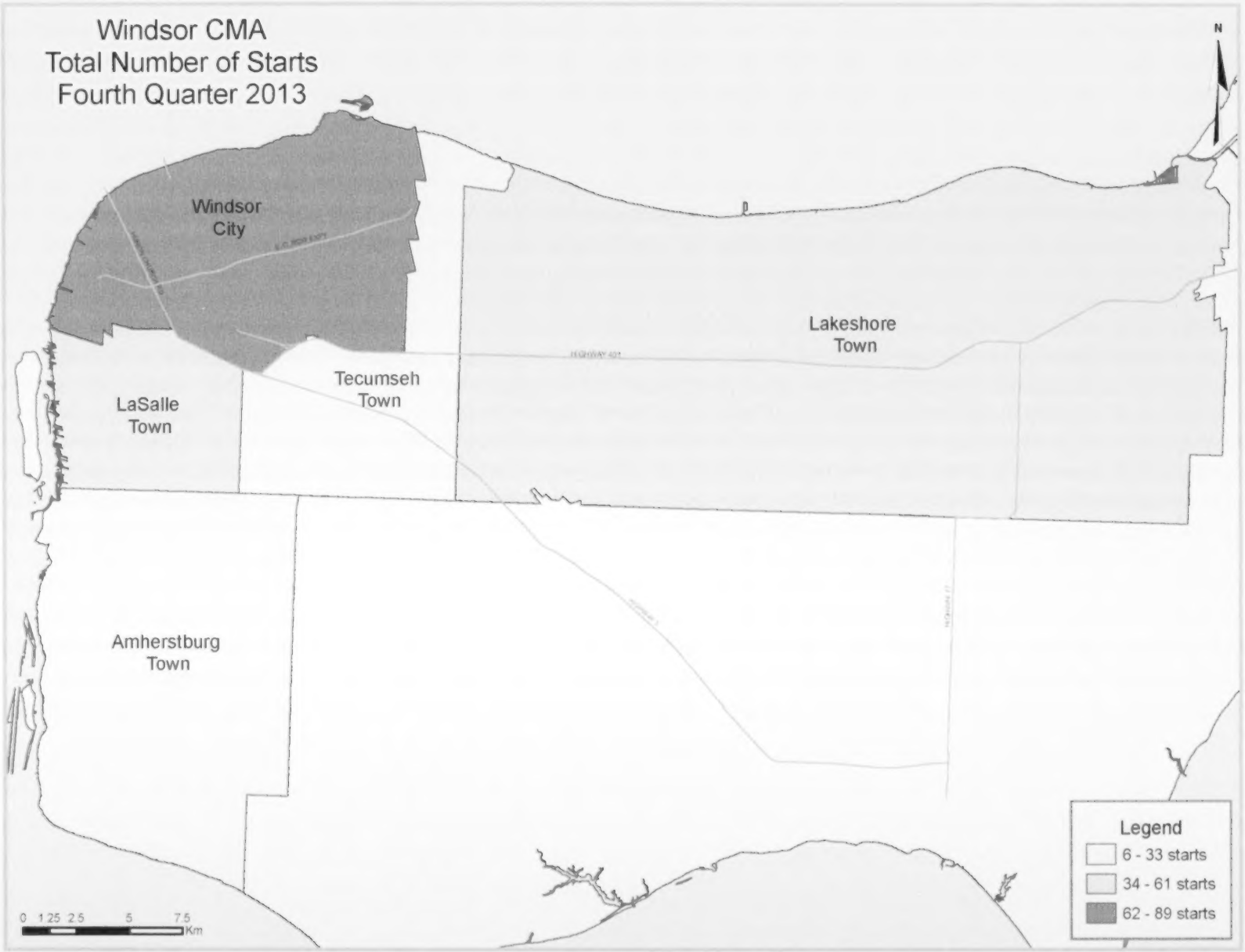


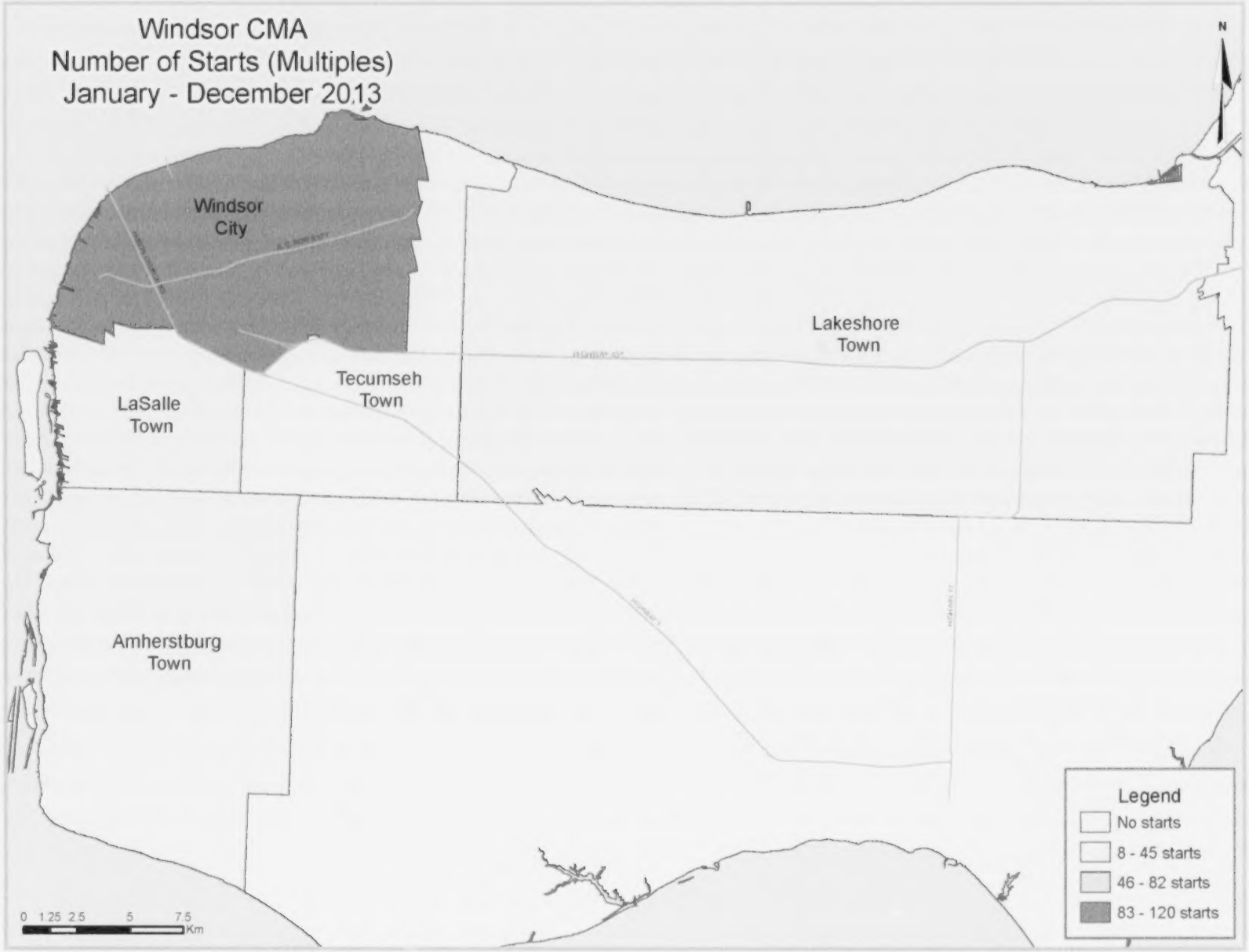
Source: Statistics Canada, Labour Force Survey

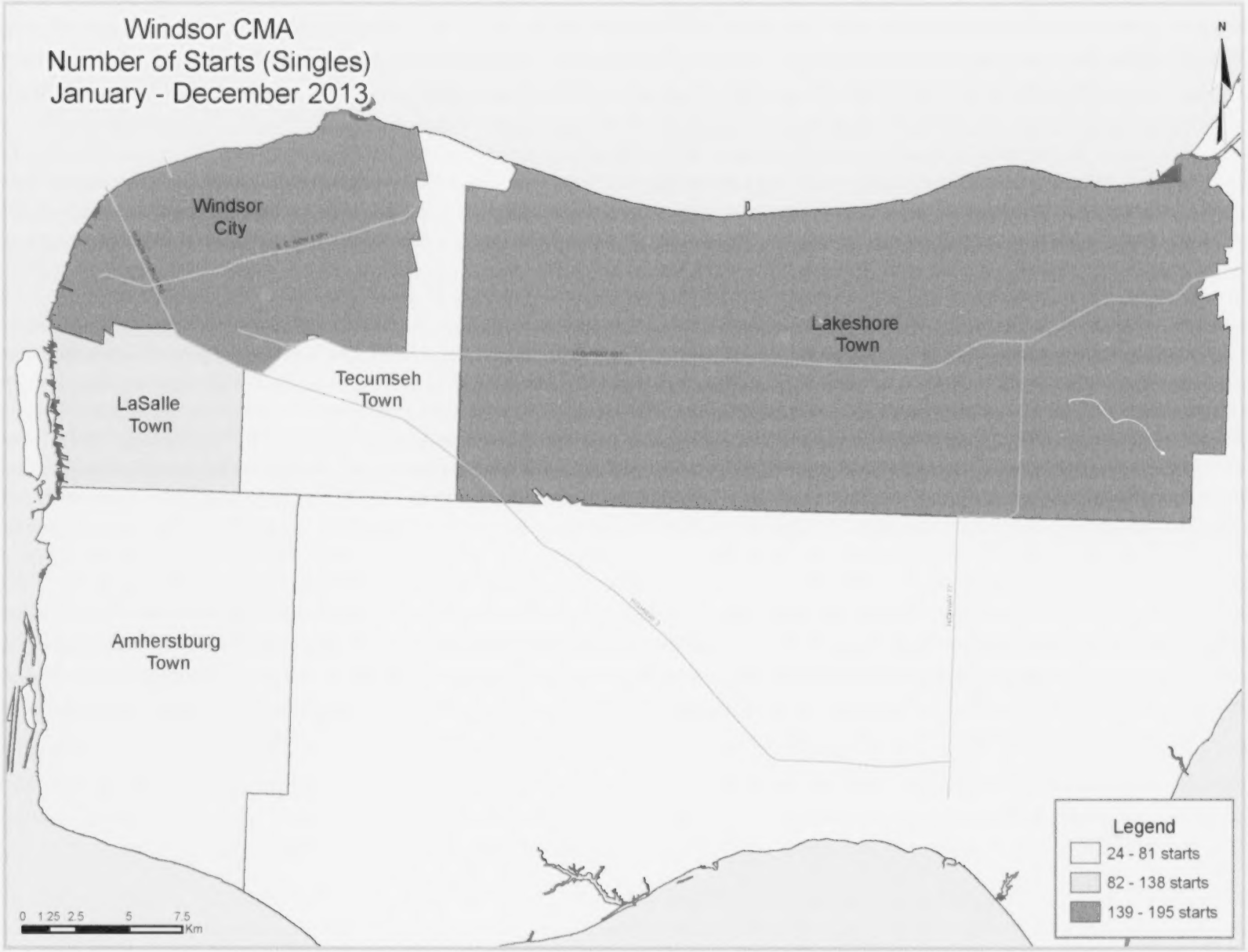
Employment grew in the 15-24 and 45-64 age groups, supporting rental demand and move-up buyer demand. However, significant job losses were recorded in the 25-44 age group, a very important group for household formation. The labour force for this age group also declined as movement to Western Canada continued. Overall, Windsor's unemployment rate fell to 8.9 per cent in 2013 from 9.8 per cent in 2012. The drop in the unemployment rate was due to the increase in employment coupled with a slight decline in the labour force.

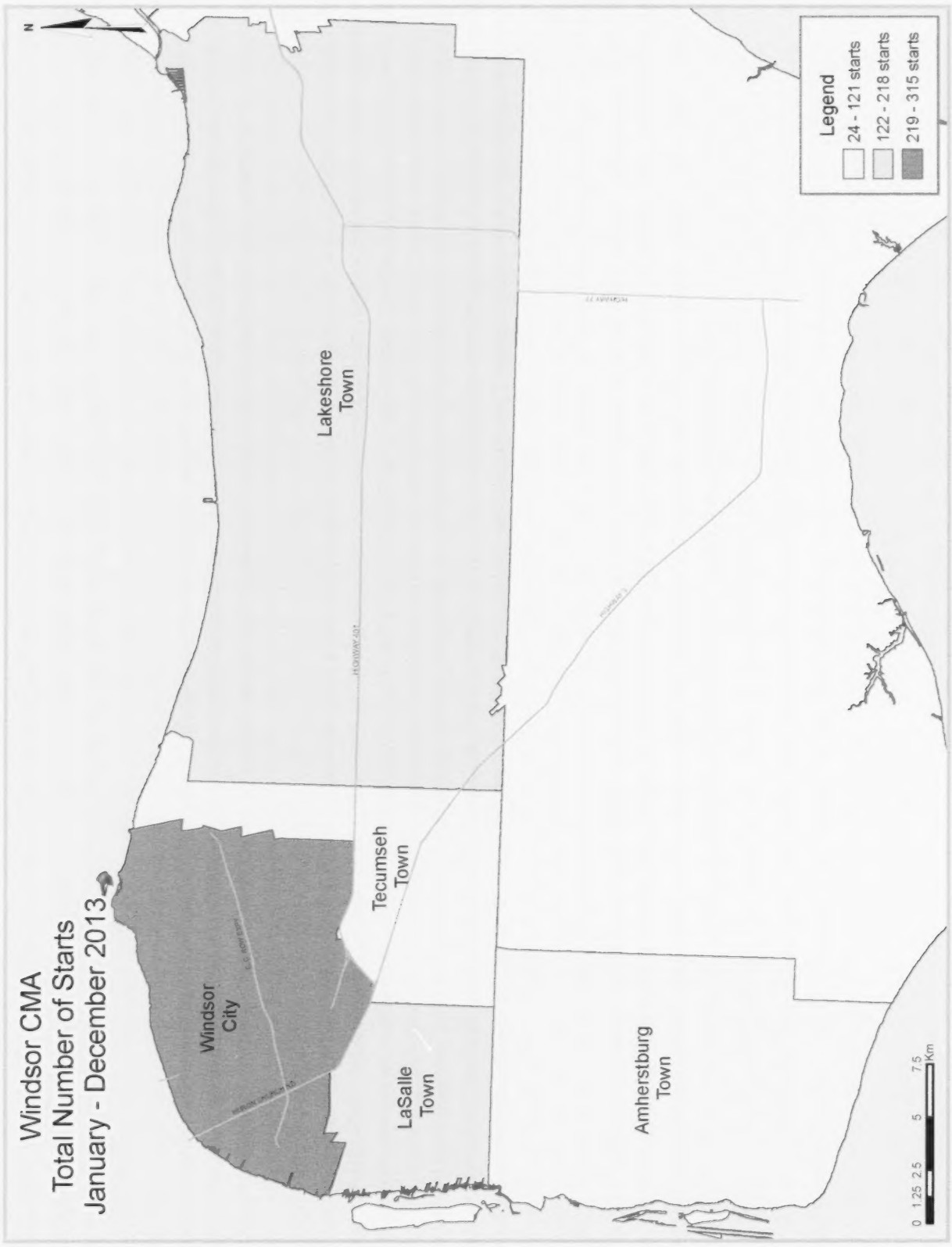

Windsor CMA
Number of Starts (Multiples)
Fourth Quarter 2013
N
Windsor City
Lakeshore Town
Tecumseh Town
LaSalle Town
Amherstburg Town
Legend
No starts
4 - 11 starts
12 - 19 starts
20 - 27 starts
0 1.25 2.5 5 7.5
Km


Windsor CMA
Number of Starts (Singles)
Fourth Quarter 2013
N
Windsor City
Lakeshore Town
Tecumseh Town
LaSalle Town
Amherstburg Town
0 1.25 2.5 5 7.5 Km
Legend
6 - 24 starts
25 - 43 starts
44 - 62 starts


Windsor CMA
Total Number of Starts
Fourth Quarter 2013
N
Windsor City
Lakeshore Town
Tecumseh Town
LaSalle Town
Amherstburg Town
Legend
6 - 33 starts
34 - 61 starts
62 - 89 starts
0 1.25 2.5 5 7.5
Km


Windsor CMA
Number of Starts (Multiples)
January - December 2013
N
Windsor City
Lakeshore Town
Tecumseh Town
LaSalle Town
Amherstburg Town
Legend
No starts
8 - 45 starts
46 - 82 starts
83 - 120 starts
0 1.25 2.5 5 7.5
Km


Windsor CMA
Number of Starts (Singles)
January - December 2013
N
Windsor City
Lakeshore Town
Tecumseh Town
LaSalle Town
Amherstburg Town
Legend
24 - 81 starts
82 - 138 starts
139 - 195 starts
0 1.25 2.5 5 7.5
Km


Windsor CMA
Total Number of Starts
January - December 2013
N
Legend
24 - 121 starts
122 - 218 starts
219 - 315 starts
Windsor City
Tecumseh Town
Lakeshore Town
LaSalle Town
Amherstburg Town
0 1.25 2.5 5 7.5
Km

HOUSING NOW REPORT TABLES

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2	Starts by Submarket and by Dwelling Type – Current Month or Quarter
2.1	Starts by Submarket and by Dwelling Type – Year-to-Date
3	Completions by Submarket and by Dwelling Type – Current Month or Quarter
3.1	Completions by Submarket and by Dwelling Type – Year-to-Date
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5	MLS® Residential Activity
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1.3	History of Housing Activity (once a year)
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3.4	Completions by Submarket and by Intended Market – Current Month or Quarter
3.5	Completions by Submarket and by Intended Market – Year-to-Date
4.1	Average Price ($) of Absorbed Single-Detached Units

SYMBOLS

n/a	Not applicable
*	Totals may not add up due to co-operatives and unknown market types
**	Percent change > 200%
-	Nil
--	Amount too small to be expressed

Table 1: Housing Starts (SAAR and Trend) December 2013								
Windsor CMA[1]	Annual		Monthly SAAR			Trend[2]		
	2011	2012	Oct. 2013	Nov. 2013	Dec. 2013	Oct. 2013	Nov. 2013	Dec. 2013
Single-Detached	466	536	653	788	434	550	591	584
Multiples	253	181	216	192	204	224	214	228
Total	719	717	869	980	638	774	805	812
	Quarterly SAAR		Actual			YTD		
	2013 Q3	2013 Q4	2012 Q4	2013 Q4	% change	2012 Q4	2013 Q4	% change
Single-Detached	522	663	125	168	34.4%	536	535	-0.2%
Multiples	244	176	52	51	-1.9%	181	173	-4.4%
Total	766	839	177	219	23.7%	717	708	-1.3%

Source: CMHC

[1] Census Metropolitan Area

[2] The trend is a six-month moving average of the monthly seasonally adjusted annual rates (SAAR)

Detailed data available upon request

Table 1.1: Housing Activity Summary of Windsor CMA
Fourth Quarter 2013

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
STARTS									
Q4 2013	168	16	20	0	11	0	0	4	219
Q4 2012	125	26	16	0	6	0	0	4	177
% Change	34.4	-38.5	25.0	n/a	83.3	n/a	n/a	0.0	23.7
Year-to-date 2013	535	44	59	0	62	0	0	8	708
Year-to-date 2012	533	56	29	2	90	0	3	4	717
% Change	0.4	-21.4	103.4	-100.0	-31.1	n/a	-100.0	100.0	-1.3
UNDER CONSTRUCTION									
Q4 2013	255	36	52	0	49	0	0	8	400
Q4 2012	207	36	52	0	56	0	2	4	357
% Change	23.2	0.0	0.0	n/a	-12.5	n/a	-100.0	100.0	12.0
COMPLETIONS									
Q4 2013	157	2	26	0	20	0	0	0	205
Q4 2012	145	6	4	1	29	0	0	0	185
% Change	8.3	-66.7	**	-100.0	-31.0	n/a	n/a	n/a	10.8
Year-to-date 2013	489	44	59	0	69	0	2	4	667
Year-to-date 2012	608	44	34	4	136	0	61	16	903
% Change	-19.6	0.0	73.5	-100.0	-49.3	n/a	-96.7	-75.0	-26.1
COMPLETED & NOT ABSORBED									
Q4 2013	157	21	11	0	17	0	n/a	n/a	206
Q4 2012	268	30	9	2	53	0	n/a	n/a	362
% Change	-41.4	-30.0	22.2	-100.0	-67.9	n/a	n/a	n/a	-43.1
ABSORBED									
Q4 2013	112	4	32	0	23	0	n/a	n/a	171
Q4 2012	43	0	0	0	6	0	n/a	n/a	49
% Change	160.5	n/a	n/a	n/a	**	n/a	n/a	n/a	**
Year-to-date 2013	612	53	57	2	105	0	n/a	n/a	829
Year-to-date 2012	364	23	28	3	84	1	n/a	n/a	503
% Change	68.1	130.4	103.6	-33.3	25.0	-100.0	n/a	n/a	64.8

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

Table 1.2: Housing Activity Summary by Submarket
Fourth Quarter 2013

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
STARTS									
Windsor City									
Q4 2013	62	8	8	0	7	0	0	4	89
Q4 2012	31	8	6	0	0	0	0	4	49
LaSalle Town									
Q4 2013	32	8	6	0	0	0	0	0	46
Q4 2012	33	10	3	0	6	0	0	0	52
Lakeshore Town									
Q4 2013	47	0	0	0	4	0	0	0	51
Q4 2012	46	0	7	0	0	0	0	0	53
Amherstburg Town									
Q4 2013	21	0	6	0	0	0	0	0	27
Q4 2012	15	8	0	0	0	0	0	0	23
Tecumseh Town									
Q4 2013	6	0	0	0	0	0	0	0	6
Q4 2012	0	0	0	0	0	0	0	0	0
Windsor CMA									
Q4 2013	168	16	20	0	11	0	0	4	219
Q4 2012	125	26	16	0	6	0	0	4	177
UNDER CONSTRUCTION									
Windsor City									
Q4 2013	91	24	40	0	41	0	0	8	204
Q4 2012	57	12	34	0	44	0	2	4	153
LaSalle Town									
Q4 2013	57	10	6	0	0	0	0	0	73
Q4 2012	55	14	0	0	12	0	0	0	81
Lakeshore Town									
Q4 2013	76	2	0	0	8	0	0	0	86
Q4 2012	73	2	14	0	0	0	0	0	89
Amherstburg Town									
Q4 2013	24	0	6	0	0	0	0	0	30
Q4 2012	20	8	4	0	0	0	0	0	32
Tecumseh Town									
Q4 2013	7	0	0	0	0	0	0	0	7
Q4 2012	2	0	0	0	0	0	0	0	2
Windsor CMA									
Q4 2013	255	36	52	0	49	0	0	8	400
Q4 2012	207	36	52	0	56	0	2	4	357

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

Table 1.2: Housing Activity Summary by Submarket
Fourth Quarter 2013

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
COMPLETIONS									
Windsor City									
Q4 2013	52	0	14	0	17	0	0	0	83
Q4 2012	48	2	0	0	26	0	0	0	76
LaSalle Town									
Q4 2013	36	2	0	0	3	0	0	0	41
Q4 2012	32	4	0	1	3	0	0	0	40
Lakeshore Town									
Q4 2013	37	0	4	0	0	0	0	0	41
Q4 2012	48	0	4	0	0	0	0	0	52
Amherstburg Town									
Q4 2013	18	0	8	0	0	0	0	0	26
Q4 2012	13	0	0	0	0	0	0	0	13
Tecumseh Town									
Q4 2013	14	0	0	0	0	0	0	0	14
Q4 2012	4	0	0	0	0	0	0	0	4
Windsor CMA									
Q4 2013	157	2	26	0	20	0	0	0	205
Q4 2012	145	6	4	1	29	0	0	0	185
COMPLETED & NOT ABSORBED									
Windsor City									
Q4 2013	48	4	7	0	9	0	n/a	n/a	68
Q4 2012	82	5	3	0	44	0	n/a	n/a	134
LaSalle Town									
Q4 2013	42	8	0	0	7	0	n/a	n/a	57
Q4 2012	64	20	0	2	7	0	n/a	n/a	93
Lakeshore Town									
Q4 2013	44	0	2	0	1	0	n/a	n/a	47
Q4 2012	88	0	6	0	2	0	n/a	n/a	96
Amherstburg Town									
Q4 2013	14	9	2	0	0	0	n/a	n/a	25
Q4 2012	28	5	0	0	0	0	n/a	n/a	33
Tecumseh Town									
Q4 2013	9	0	0	0	0	0	n/a	n/a	9
Q4 2012	6	0	0	0	0	0	n/a	n/a	6
Windsor CMA									
Q4 2013	157	21	11	0	17	0	n/a	n/a	206
Q4 2012	268	30	9	2	53	0	n/a	n/a	362

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

Table 1.2: Housing Activity Summary by Submarket
Fourth Quarter 2013

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
ABSORBED									
Windsor City									
Q4 2013	30	2	19	0	18	0	n/a	n/a	69
Q4 2012	12	0	0	0	5	0	n/a	n/a	17
LaSalle Town									
Q4 2013	32	2	1	0	5	0	n/a	n/a	40
Q4 2012	13	0	0	0	1	0	n/a	n/a	14
Lakeshore Town									
Q4 2013	28	0	6	0	0	0	n/a	n/a	34
Q4 2012	11	0	0	0	0	0	n/a	n/a	11
Amherstburg Town									
Q4 2013	15	0	6	0	0	0	n/a	n/a	21
Q4 2012	4	0	0	0	0	0	n/a	n/a	4
Tecumseh Town									
Q4 2013	7	0	0	0	0	0	n/a	n/a	7
Q4 2012	3	0	0	0	0	0	n/a	n/a	3
Windsor CMA									
Q4 2013	112	4	32	0	23	0	n/a	n/a	171
Q4 2012	43	0	0	0	6	0	n/a	n/a	49

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

Table 1.3: History of Housing Starts of Windsor CMA 2004 - 2013

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
2013	535	44	59	0	62	0	0	8	708
% Change	0.4	-21.4	103.4	-100.0	-31.1	n/a	-100.0	100.0	-1.3
2012	533	56	29	2	90	0	3	4	717
% Change	15.1	75.0	-48.2	-33.3	-3.2	n/a	-95.3	-50.0	-0.3
2011	463	32	56	3	93	0	64	8	719
% Change	0.7	33.3	166.7	n/a	47.6	n/a	**	-80.0	16.5
2010	460	24	21	0	63	0	9	40	617
% Change	51.8	71.4	-25.0	n/a	50.0	n/a	n/a	**	57.8
2009	303	14	28	0	42	0	0	4	391
% Change	-7.3	-22.2	21.7	-100.0	-38.2	n/a	n/a	-75.0	-13.7
2008	327	18	23	1	68	0	0	16	453
% Change	-21.4	-62.5	9.5	0.0	9.7	-100.0	n/a	-20.0	-26.2
2007	416	48	21	1	62	46	0	20	614
% Change	-39.9	-4.0	-77.7	n/a	n/a	-77.1	-100.0	**	-41.2
2006	692	50	94	0	0	201	4	4	1,045
% Change	-37.7	-47.9	-43.4	n/a	n/a	171.6	-75.0	-88.2	-30.1
2005	1,110	96	166	0	0	74	16	34	1,496
% Change	-27.9	-50.0	-31.7	n/a	-100.0	-58.0	-20.0	-67.0	-34.6
2004	1,539	192	243	0	14	176	20	103	2,287

Source: CMHC (Starts and Completions Survey)

Table 2: Starts by Submarket and by Dwelling Type
Fourth Quarter 2013

Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	% Change
Windsor City	62	31	8	8	15	6	4	4	89	49	81.6
LaSalle Town	32	33	8	10	6	9	0	0	46	52	-11.5
Lakeshore Town	47	46	0	0	4	7	0	0	51	53	-3.8
Amherstburg Town	21	15	0	8	6	0	0	0	27	23	17.4
Tecumseh Town	6	0	0	0	0	0	0	0	6	0	n/a
Windsor CMA	168	125	16	26	31	22	4	4	219	177	23.7

Table 2.1: Starts by Submarket and by Dwelling Type
January - December 2013

Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	% Change
Windsor City	195	166	24	28	88	74	8	6	315	274	15.0
LaSalle Town	116	137	14	30	15	15	0	0	145	182	-20.3
Lakeshore Town	147	167	0	0	8	18	0	0	155	185	-16.2
Amherstburg Town	53	52	6	10	10	0	0	0	69	62	11.3
Tecumseh Town	24	14	0	0	0	0	0	0	24	14	71.4
Windsor CMA	535	536	44	68	121	107	8	6	708	717	-1.3

Source: CMHC (Starts and Completions Survey)

Table 2.2: Starts by Submarket, by Dwelling Type and by Intended Market
Fourth Quarter 2013

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012
Windsor City	15	6	0	0	0	0	4	4
LaSalle Town	6	9	0	0	0	0	0	0
Lakeshore Town	4	7	0	0	0	0	0	0
Amherstburg Town	6	0	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
Windsor CMA	31	22	0	0	0	0	4	4

Table 2.3: Starts by Submarket, by Dwelling Type and by Intended Market
January - December 2013

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012
Windsor City	88	74	0	0	0	2	8	4
LaSalle Town	15	15	0	0	0	0	0	0
Lakeshore Town	8	18	0	0	0	0	0	0
Amherstburg Town	10	0	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
Windsor CMA	121	107	0	0	0	2	8	4

Source: CMHC (Starts and Completions Survey)

Table 2.4: Starts by Submarket and by Intended Market
Fourth Quarter 2013

Submarket	Freehold		Condominium		Rental		Total*	
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012
Windsor City	78	45	7	0	4	4	89	49
LaSalle Town	46	46	0	6	0	0	46	52
Lakeshore Town	47	53	4	0	0	0	51	53
Amherstburg Town	27	23	0	0	0	0	27	23
Tecumseh Town	6	0	0	0	0	0	6	0
Windsor CMA	204	167	11	6	4	4	219	177

Table 2.5: Starts by Submarket and by Intended Market
January - December 2013

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012
Windsor City	259	190	48	78	8	6	315	274
LaSalle Town	139	167	6	14	0	1	145	182
Lakeshore Town	147	185	8	0	0	0	155	185
Amherstburg Town	69	62	0	0	0	0	69	62
Tecumseh Town	24	14	0	0	0	0	24	14
Windsor CMA	638	618	62	92	8	7	708	717

Source: CMHC (Starts and Completions Survey)

Table 3: Completions by Submarket and by Dwelling Type
Fourth Quarter 2013

Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	% Change
Windsor City	52	48	0	6	31	22	0	0	83	76	9.2
LaSalle Town	36	33	2	4	3	3	0	0	41	40	2.5
Lakeshore Town	37	48	0	0	4	4	0	0	41	52	-21.2
Amherstburg Town	18	13	0	0	8	0	0	0	26	13	100.0
Tecumseh Town	14	4	0	0	0	0	0	0	14	4	**
Windsor CMA	157	146	2	10	46	29	0	0	205	185	10.8

Table 3.1: Completions by Submarket and by Dwelling Type
January - December 2013

Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	% Change
Windsor City	161	199	16	26	81	120	6	16	264	361	-26.9
LaSalle Town	115	142	18	82	21	10	0	0	154	234	-34.2
Lakeshore Town	144	185	0	2	14	25	0	0	158	212	-25.5
Amherstburg Town	50	65	14	6	8	3	0	0	72	74	-2.7
Tecumseh Town	19	22	0	0	0	0	0	0	19	22	-13.6
Windsor CMA	489	613	48	116	124	158	6	16	667	903	-26.1

Source: CMHC (Starts and Completions Survey)

Table 3.2: Completions by Submarket, by Dwelling Type and by Intended Market
Fourth Quarter 2013

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012
Windsor City	31	22	0	0	0	0	0	0
LaSalle Town	3	3	0	0	0	0	0	0
Lakeshore Town	4	4	0	0	0	0	0	0
Amherstburg Town	8	0	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
Windsor CMA	46	29	0	0	0	0	0	0

Table 3.3: Completions by Submarket, by Dwelling Type and by Intended Market
January - December 2013

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012
Windsor City	81	114	0	6	2	0	4	16
LaSalle Town	21	10	0	0	0	0	0	0
Lakeshore Town	14	25	0	0	0	0	0	0
Amherstburg Town	8	3	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
Windsor CMA	124	152	0	6	2	0	4	16

Source: CMHC (Starts and Completions Survey)

Table 3.4: Completions by Submarket and by Intended Market
Fourth Quarter 2013

Submarket	Freehold		Condominium		Rental		Total*	
	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012	Q4 2013	Q4 2012
Windsor City	66	50	17	26	0	0	83	76
LaSalle Town	38	36	3	4	0	0	41	40
Lakeshore Town	41	52	0	0	0	0	41	52
Amherstburg Town	26	13	0	0	0	0	26	13
Tecumseh Town	14	4	0	0	0	0	14	4
Windsor CMA	185	155	20	30	0	0	205	185

Table 3.5: Completions by Submarket and by Intended Market
January - December 2013

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012	YTD 2013	YTD 2012
Windsor City	207	237	51	102	6	22	264	361
LaSalle Town	136	163	18	16	0	55	154	234
Lakeshore Town	158	193	0	19	0	0	158	212
Amherstburg Town	72	71	0	3	0	0	72	74
Tecumseh Town	19	22	0	0	0	0	19	22
Windsor CMA	592	686	69	140	6	77	667	903

Source: CMHC (Starts and Completions Survey)

Table 4: Absorbed Single-Detached Units by Price Range
Fourth Quarter 2013

Submarket	Price Ranges										Total	Median Price ($)	Average Price ($)
	< $250,000		$250,000 - $299,999		$300,000 - $349,999		$350,000 - $449,999		$450,000 +				
	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)			
Windsor City													
Q4 2013	7	23.3	12	40.0	4	13.3	4	13.3	3	10.0	30	291,350	327,899
Q4 2012	0	0.0	2	28.6	2	28.6	1	14.3	2	28.6	7	--	--
Year-to-date 2013	78	41.1	50	26.3	33	17.4	18	9.5	11	5.8	190	268,531	287,956
Year-to-date 2012	41	38.7	31	29.2	12	11.3	12	11.3	10	9.4	106	260,000	295,327
LaSalle Town													
Q4 2013	2	6.7	4	13.3	4	13.3	15	50.0	5	16.7	30	390,682	390,980
Q4 2012	0	0.0	2	28.6	1	14.3	4	57.1	0	0.0	7	--	--
Year-to-date 2013	11	8.5	19	14.6	17	13.1	59	45.4	24	18.5	130	381,125	388,096
Year-to-date 2012	2	3.2	17	27.0	7	11.1	25	39.7	12	19.0	63	370,000	379,150
Lakeshore Town													
Q4 2013	0	0.0	6	23.1	6	23.1	8	30.8	6	23.1	26	362,396	421,715
Q4 2012	0	0.0	1	50.0	1	50.0	0	0.0	0	0.0	2	--	--
Year-to-date 2013	22	12.2	39	21.5	49	27.1	60	33.1	11	6.1	181	320,000	342,895
Year-to-date 2012	12	16.2	24	32.4	12	16.2	20	27.0	6	8.1	74	300,000	335,547
Amherstburg Town													
Q4 2013	6	40.0	4	26.7	3	20.0	2	13.3	0	0.0	15	273,009	268,211
Q4 2012	0	0.0	1	50.0	0	0.0	0	0.0	1	50.0	2	--	--
Year-to-date 2013	17	28.3	26	43.3	9	15.0	8	13.3	0	0.0	60	269,950	276,591
Year-to-date 2012	4	13.3	15	50.0	2	6.7	7	23.3	2	6.7	30	279,670	319,719
Tecumseh Town													
Q4 2013	0	0.0	0	0.0	1	14.3	2	28.6	4	57.1	7	--	--
Q4 2012	0	0.0	0	0.0	0	0.0	0	0.0	1	100.0	1	--	--
Year-to-date 2013	0	0.0	1	6.3	3	18.8	6	37.5	6	37.5	16	407,123	446,288
Year-to-date 2012	1	12.5	3	37.5	0	0.0	2	25.0	2	25.0	8	--	--
Windsor CMA													
Q4 2013	15	13.9	26	24.1	18	16.7	31	28.7	18	16.7	108	331,462	370,987
Q4 2012	0	0.0	6	31.6	4	21.1	5	26.3	4	21.1	19	320,000	413,737
Year-to-date 2013	128	22.2	135	23.4	111	19.2	151	26.2	52	9.0	577	306,084	330,960
Year-to-date 2012	60	21.4	90	32.0	33	11.7	66	23.5	32	11.4	281	289,403	330,396

Source: CMHC (Market Absorption Survey)

Table 4.1: Average Price ($) of Absorbed Single-detached Units
Fourth Quarter 2013

Submarket	Q4 2013	Q4 2012	% Change	YTD 2013	YTD 2012	% Change
Windsor City	327,899	--	n/a	287,956	295,327	-2.5
LaSalle Town	390,980	--	n/a	388,096	379,150	2.4
Lakeshore Town	421,715	--	n/a	342,895	335,547	2.2
Amherstburg Town	268,211	--	n/a	276,591	319,719	-13.5
Tecumseh Town	--	--	n/a	446,288	--	n/a
Windsor CMA	370,987	413,737	-10.3	330,960	330,396	0.2

Source: CMHC (Market Absorption Survey)

Table 5: MLS® Residential Activity for Windsor
Fourth Quarter 2013

		Number of Sales[1]	Yr/Yr[2] (%)	Sales SA[1]	Number of New Listings[1]	New Listings SA[1]	Sales-to-New Listings SA[2]	Average Price[1] ($)	Yr/Yr[2] (%)	Average Price[1] ($) SA
2012	January	305	8.5	431	797	798	54.0	164,723	5.8	171,896
	February	413	32.4	455	751	792	57.4	162,018	14.8	166,937
	March	468	7.3	444	878	787	56.4	169,597	12.0	170,655
	April	433	-0.5	393	926	803	48.9	174,861	6.0	173,889
	May	522	11.5	418	974	784	53.3	174,652	2.6	171,177
	June	509	-7.6	428	902	795	53.8	182,696	0.0	175,626
	July	528	8.0	455	865	785	58.0	168,541	-2.4	164,185
	August	486	1.7	429	770	730	58.8	176,302	7.5	172,505
	September	377	-16.4	404	728	776	52.1	178,454	3.5	174,426
	October	427	-2.3	396	747	761	52.0	170,103	-3.0	172,416
	November	372	11.7	419	676	805	52.0	164,969	4.8	171,364
	December	242	-12.0	410	366	764	53.7	173,506	4.6	175,346
2013	January	351	15.1	463	784	762	60.8	165,293	0.3	171,346
	February	378	-8.5	435	686	769	56.6	171,083	5.6	176,999
	March	418	-10.7	435	815	834	52.2	179,361	5.8	180,171
	April	522	20.6	446	970	751	59.4	174,396	-0.3	176,234
	May	558	6.9	452	1,033	843	53.6	184,035	5.4	180,937
	June	497	-2.4	439	883	795	55.2	183,980	0.7	172,275
	July	557	5.5	444	933	825	53.8	181,963	8.0	179,973
	August	497	2.3	451	800	777	58.0	187,299	6.2	182,508
	September	469	24.4	463	763	776	59.7	182,674	2.4	180,700
	October	455	6.6	430	774	782	55.0	185,157	8.8	182,969
	November	372	0.0	446	582	729	61.2	172,624	4.6	180,825
	December	267	10.3	436	372	752	58.0	183,591	5.8	186,516
	Q4 2012	1,041	-0.4		1,789			169,059	1.2	
	Q4 2013	1,094	5.1		1,728			180,513	6.8	
	YTD 2012	5,082	2.7		9,380			172,047	3.6	
	YTD 2013	5,341	5.1		9,395			179,820	4.5	

MLS® is a registered trademark of the Canadian Real Estate Association (CREA).

[1]Source: CREA
[2]Source: CMHC, adapted from MLS® data supplied by CREA

Table 6: Economic Indicators
Fourth Quarter 2013

		Interest Rates			NHPI, Total, Windsor CMA 2007=100	CPI, 2002 =100 (Ontario)	Windsor Labour Market			
		P & I Per $100,000	Mortgage Rates (%)				Employment SA (,000)	Unemployment Rate (%) SA	Participation Rate (%) SA	Average Weekly Earnings ($)
			1 Yr. Term	5 Yr. Term						
2012	January	598	3.50	5.29	98.1	120.6	147.4	10.7	61.8	819
	February	595	3.20	5.24	98.7	121.4	148.1	10.6	62.0	835
	March	595	3.20	5.24	98.7	122.0	150.0	10.4	62.6	852
	April	607	3.20	5.44	98.6	122.4	151.0	9.7	62.6	864
	May	601	3.20	5.34	98.8	122.4	151.4	9.6	62.6	870
	June	595	3.20	5.24	98.8	121.6	150.8	9.4	62.1	873
	July	595	3.10	5.24	98.5	121.4	151.9	9.5	62.7	877
	August	595	3.10	5.24	98.5	121.8	152.3	9.3	62.7	870
	September	595	3.10	5.24	98.5	122.0	152.7	9.0	62.6	856
	October	595	3.10	5.24	98.5	122.2	152.2	9.6	62.8	846
	November	595	3.10	5.24	98.6	121.9	151.9	10.1	62.9	849
	December	595	3.00	5.24	98.6	121.3	151.4	10.4	63.0	856
2013	January	595	3.00	5.24	98.6	121.3	149.9	9.7	61.9	853
	February	595	3.00	5.24	98.6	122.8	150.4	9.2	61.7	848
	March	590	3.00	5.14	99.1	123.2	150.9	9.0	61.7	856
	April	590	3.00	5.14	99.1	122.9	151.7	9.2	62.2	858
	May	590	3.00	5.14	99.1	123.0	152.2	9.5	62.5	870
	June	590	3.14	5.14	98.9	123.2	152.8	9.4	62.7	869
	July	590	3.14	5.14	99.2	123.4	153.6	9.2	62.9	882
	August	601	3.14	5.34	100.2	123.4	153.0	8.9	62.3	885
	September	601	3.14	5.34	99.9	123.5	151.2	9.2	61.8	893
	October	601	3.14	5.34	100.6	123.3	151.2	9.0	61.6	883
	November	601	3.14	5.34	100.6	123.3	151.9	8.5	61.5	869
	December	601	3.14	5.34		123.1	154.0	7.8	61.9	846

"P & I" means Principal and Interest (assumes $100,000 mortgage amortized over 25 years using current 5 year interest rate)
"NHPI" means New Housing Price Index
"CPI" means Consumer Price Index
"SA" means Seasonally Adjusted

Source: CMHC, adapted from Statistics Canada (CANSIM), Statistics Canada (CANSIM)

METHODOLOGY

Starts & Completions Survey Methodology

The Starts and Completions Survey is conducted by way of site visits which are used to confirm that new units have reached set stages in the construction process. Since most municipalities in the country issue building permits, these are used as an indication of where construction is likely to take place. In areas where there are no permits, reliance has to be placed either on local sources or searching procedures.

The Starts and Completions Survey is carried out monthly in urban areas with population in excess of 50,000, as defined by the 2011 Census. In urban areas with populations of 10,000 to 49,999, all Starts are enumerated in the last month of the quarter (i.e. four times a year, in March, June, September and December). In these centres with quarterly enumeration, Completion activity is modeled based on historical patterns. Monthly Starts and Completions activity in these quarterly locations are statistically estimated at a provincial level for single and multi categories. Centres with populations below 10,000 are enumerated on a sample basis, also in the last month of each quarter (i.e. four times a year, in March, June, September and December).

The Starts and Completions Survey enumerates dwelling units in new structures only, designed for non-transient and year-round occupancy.

Mobile homes are included in the surveys. A mobile home is a type of manufactured house that is completely assembled in a factory and then moved to a foundation before it is occupied.

Trailers or any other movable dwelling (the larger often referred to as a mobile home) with no permanent foundation are excluded from the survey.

Conversions and/or alterations within an existing structure are excluded from the surveys as are seasonal dwellings, such as: summer cottages, hunting and ski cabins, trailers and boat houses; and hostel accommodations, such as: hospitals, nursing homes, penal institutions, convents, monasteries, military and industrial camps, and collective types of accommodation such as: hotels, clubs, and lodging homes.

Market Absorption Survey Methodology

The Market Absorption Survey is carried out in conjunction with the Starts and Completions Survey in urban areas with populations in excess of 50,000. When a structure is recorded as completed, an update is also made as units are sold or rented. The dwellings are then enumerated each month until such time as full absorption occurs.

STARTS AND COMPLETIONS SURVEY AND MARKET ABSORPTION SURVEY DEFINITIONS

A "**dwelling unit**", for purposes of the Starts and Completions Survey, is defined as a structurally separate set of self-contained living premises with a private entrance from outside the building or from a common hall, lobby, or stairway inside the building. Such an entrance must be one that can be used without passing through another separate dwelling unit.

A "**start**", for purposes of the Starts and Completions Survey, is defined as the beginning of construction work on a building, usually when the concrete has been poured for the whole of the footing around the structure, or an equivalent stage where a basement will not be part of the structure.

The number of units "**under construction**" as at the end of the period shown, takes into account certain adjustments which are necessary for various reasons. For example, after a start on a dwelling has commenced construction may cease, or a structure, when completed, may contain more or fewer dwelling units than were reported at start.

A "**completion**", for purposes of the Starts and Completions Survey, is defined as the stage at which all the proposed construction work on a dwelling unit has been performed, although under some circumstances a dwelling may be counted as completed where up to 10 per cent of the proposed work remains to be done.

The term "**absorbed**" means that a housing unit is no longer on the market (i.e. has been sold or rented). This usually happens when a binding contract is secured by a non-refundable deposit and has been signed by a qualified purchaser. The purpose of the Market Absorption Survey is to measure the rate at which units are sold or rented after they are completed, as well as collect prices.

DWELLING TYPES:

A "**Single-Detached**" dwelling (also referred to as "**Single**") is a building containing only one dwelling unit, which is completely separated on all sides from any other dwelling or structure. Includes link homes, where two units may share a common basement wall but are separated above grade. Also includes cluster-single developments.

A "**Semi-Detached (Double)**" dwelling (also referred to as "**Semi**") is one of two dwellings located side-by-side in a building, adjoining no other structure and separated by a common or party wall extending from ground to roof.

A "**Row (Townhouse)**" dwelling is a one family dwelling unit in a row of three or more attached dwellings separated by a common or party wall extending from ground to roof.

The term "**Apartment and other**" includes all dwellings other than those described above, including structures commonly known as stacked townhouses, duplexes, triplexes, double duplexes and row duplexes.

INTENDED MARKET:

The "**intended market**" is the tenure in which the unit is being marketed. This includes the following categories:

Freehold: A residence where the owner owns the dwelling and lot outright.

Condominium (including Strata-Titled): An individual dwelling which is privately owned, but where the building and/or the land are collectively owned by all dwelling unit owners. A condominium is a form of ownership rather than a type of house.

Rental: Dwelling constructed for rental purposes regardless of who finances the structure.

GEOGRAPHICAL TERMS:

A census metropolitan area (CMA) or a census agglomeration (CA) is formed by one or more adjacent municipalities centred on a large urban area (known as the urban core). The census population count of the urban core is at least 10,000 to form a census agglomeration and at least 100,000 to form a census metropolitan area. To be included in the CMA or CA, other adjacent municipalities must have a high degree on integration with the central urban area, as measured by commuting flows derived from census place of work data. CMAs and CAs contain whole municipalities or Census Subdivisions.

A "**Rural**" area, for the purposes of this publication, is a centre with a population less than 10,000.

All data presented in this publication is based on Statistics Canada's 2006 Census area definitions.

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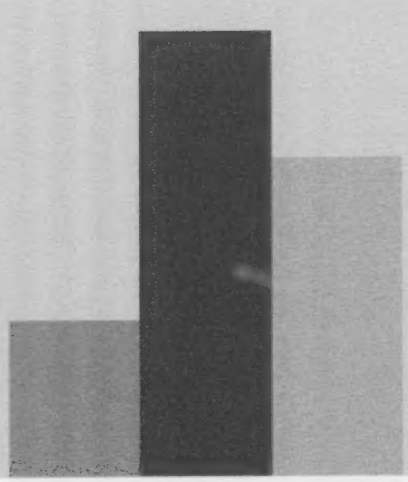

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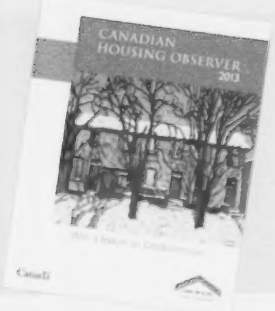

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